US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Jacobs Engineering Group
PARTNER/VAD NAME:

SECTION I - Approval Requests:
HQAPP Requests:

HQAPP Requests:
1. Remove Customer reference language

Justification:
Jacobs has been a solid reference for Oracle on financials/projects and intends to be an OTL reference, but Jacobs Senior Management does not allow this provision contractually.

*Previously approved requests (include date of approval):11/23*
1. *73.2% Discount*
2. *Technical Support Cap for Years 1 and 2; Support increase not to exceed 5% in Years 3, 4, and 5*
3. *10 Days of Consulting at the rate of $1470/Day (not approveed by KB. Discount level is ok, but this needs to be sold business as usual. So discount to 73.2%) on license to fund this if needed, but can't do via je)*
4. *Tiered Price Hold for 3 years entire price list (except collab suite, ebus suite) based on net license fees paid. 1ˢᵗ tier is 50%. 2ⁿᵈ tier after an additional 1 million dollars in net license fees discount is 72%. Discounts will not be retroactively applied. So customer must spend 1m net license, and then anything past that will be 72%.*

TIER 1 Requests:
1. *73.2% Discount*
2. *Technical Support Cap for Years 1 and 2; Support increase not to exceed 5% in Years 3, 4, and 5*
3. *10 Days of Consulting at the rate of $1470/Day*
4. *Tiered Price Hold for 3 years entire price list (except collab suite, ebus suite) based on net license fees paid . 1ˢᵗ tier is 50%. 2ⁿᵈ tier after an additional 1 million dollars in net license fees discount is 72%*

SECTION II – Deal Summary:

Deal Summary	
Programs	Human Resources, Self Service Human Resources, Time & Labor, iLearning, and Self-Service Tutor
License Discount	73.2% (ebiz + 48)
Support Discount	73.2% (ebiz + 48)
Comp & Admin Discount	
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO and Priscilla Morgan for review.
Support Options/Holds	Technical Support Cap for Years 1 and 2; Support increase not to exceed 5% in Years 3, 4, and 5
Price Holds	Tiered Price Hold, 3 years entire price list except both suites
List License	$1,530,000.00
List Support	$336,600.00
List Comp & Admin	
Net License	$410,830

GOVERNMENT
EXHIBIT
P1167
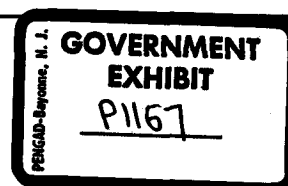
Net Support	$93,500.00
Net Comp & Admin	
Net Total Price	$504,330
Price List Used	07-NOV-02

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Customer History - Existing Price Holds	
Existing contractual discount (price hold)	%
Date of Price List for price hold	November 7, 2002
When does price hold expire?	November 7, 2005
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	Entire Price List
Name of Agreement if applicable	SLSA #24521623-MAY-96

SECTION III - Justification:

Jacobs is a long term Oracle financials/projects customer. The Time Capture evaluation has been an incredibly competive battle with Peoplesoft over the past 2 years with Peoplesoft in the lead since they are in production in one division at Jacobs. The OTL win helps Oracle' s position for the HRMS win which will mean an additional 1 million dollars in license revenue next quarter. Peoplesoft currently is at an 80% discount and requires fewer users since they are currently licensed for a subset of the employee population. The tiered price hold for the entire price list is necessary to win this business. The CIO needs this flexibility in order to enforce an Oracle standard across all business within Jacobs. Jacobs is in an extremely low margin business with limited net income and ability to fund new technology projects. OTL is the 1st project approved in 20 months at Jacobs. This is the first new Oracle application sold into this account since 1997. We booked $179,400 in license revenue last month for additional financial users which was discounted at 60%.

Recommendation: (*leave blank for HQAPP to fill out*)

Submitted By: *Barbara Collins*
Field RM name if submitted by iSD:

R: *(leave blank for HQAPP to fill out)*
C:
L:
A:
BP:

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PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION IV – Computer and Admin Services:
SECTION V – Ordering Document Details

<u>Instructions</u> - **Fill in all sections completely.**

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products. quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

<u>Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.</u>

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	November 22, 2002 (Contract Expiration Date: 11/27/02)
Opportunity I.D. (OSO Number):	621687
Is this a ship order?	_x_ Yes ____ No
Deal Structure (indicate Direct, Pass-Through, Sublicense. or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	____ Yes _x_ No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	____ Yes (specify non-supported license type and eBusiness license type used to determine conversion) _x_ No
Quote Valid Through (insert date):	
Partner (insert name, if applicable)?	Margin or % of net license fees_____
VAD (insert name. if applicable)?	Margin or % of net license fees_____
PARTNER PAYMENT: If this is a direct deal. does it involve a Partner Referral Fee? If yes, specify payment type:	____Yes ____No ____Applications Affiliate Fee ____ROP Fee *(GB Use Only)*
MIGRATIONS OR UPDATES:	Yes _x_ No
PREMIUM SERVICES:	Yes _x_ No
INCIDENT PACKS:	Yes _x_ No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	____Yes _x_ No
Payment Terms:	_x_ Net 30 ____Other (Specify)_____
Referenced Agreement:	_x_ New OLSA ____Other (Specify)_____

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Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	**Jacobs Engineering Group**
Business Address:	1111 South Arroyo Parkway
City / State / Zip:	Pasadena, CA 91105
Customer Contract Admin:	Robert Hooks
Phone #:	626-578-3502
Fax #:	626-578-6967
E-mail ID:	robert.hooks@jacobs.com
Billing Contact:	Robert Hooks
(Partner/VAD if Indirect):	
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Exempt ___ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ___
Shipping Contact:	Homayoun Mohajeri
Address:	1111 South Arroyo Parkway
City / State / Zip:	Pasadena, CA 91105
Phone #:	626-578-6831
Fax #:	626-578-6967
E-mail ID:	homayoun.mohajeri@jacobs.com
Technical Support Contact:	Homayoun Mohajeri
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

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Education (EPPC)	
Education Prepaid Credit Amount:	$_____
Education Discount:	_____%
Education Revenue:	$_____
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:
Make: IBM
OS: AIX
PROGRAMS: HR. SSHR. OTL. iLearning. Tutor

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Applications		
Will applications be modified:	Yes	_x_ No
Will users be accessing modified Apps from the web:	Yes	_x_ No
Have all prerequisites been included:	_x_ Yes	No
Will users use Fast Forward RPM:	Yes	_x_ No
Will applications be hosted:	Yes	_x_ No
Indicate database that Apps will run on:		
Indicate CSI for existing prerequisite database and tools:		

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Barbara Collins
Technology Sales Manager	
Solutions Specialist	Daniel Flynn
iSD Rep	George Gleeson
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	____Yes (if yes, list all appropriate reps) _x_ No
Requester:	Name: Barbara Collins Office: 714-438-4516 Cell: 714-299-9199

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